Aishwarya Selvan

Head of Marketing

aish.selvan@gmail.com

+4917640374472

www.aishwaryaselvan.com

ABOUT ME

I am a marketer specializing in B2B marketing with over 8 years of experience in digital marketing. With skills in crossfunctional team leadership and budget optimization, I focus on fostering international partnerships to drive measurable business growth.



EXPERIENCE

Head of Marketing

2021 - 2024

- Built and scaled a marketing department with tailored GTM strategies for Asian markets
- Developed buyer personas and secured executive buy-in for growth strategies
- Executed sales funnels generating opportunities worth USD \$15M+
- Delivered 850+ marketing-qualified leads monthly, securing 5 contracts
- Led global marketing efforts, including lead generation, digital ads, PR, and events
- Recruited and managed a remote team of 10+ professionals

Overseas Sales and Marketing Manager

2020 - 2021

- Secured 31 new contracts in the APAC and GCC regions
- Increased revenue by USD \$2.5M by directing international sales in oil & gas, wastewater treatment, beverages, and automotive sectors
- Facilitated partner training and collaboration

Community Executive

2015 - 2016

- Orchestrated strategic partnerships with luxury hotel chains (JW Marriott, Taj Hotels, Hilton, The Leela), expanding digital reach from 0.6M to 14M
- Boosted brand engagement by co-authoring 9 community marketing events

Education

Master, International Studies, Pusan National University 2017 - 2019

Graduated, GPA 4.27/4.5

Bachelors, Business Management, Bangalore University 2012 - 2015

Graduated, Salutatorian

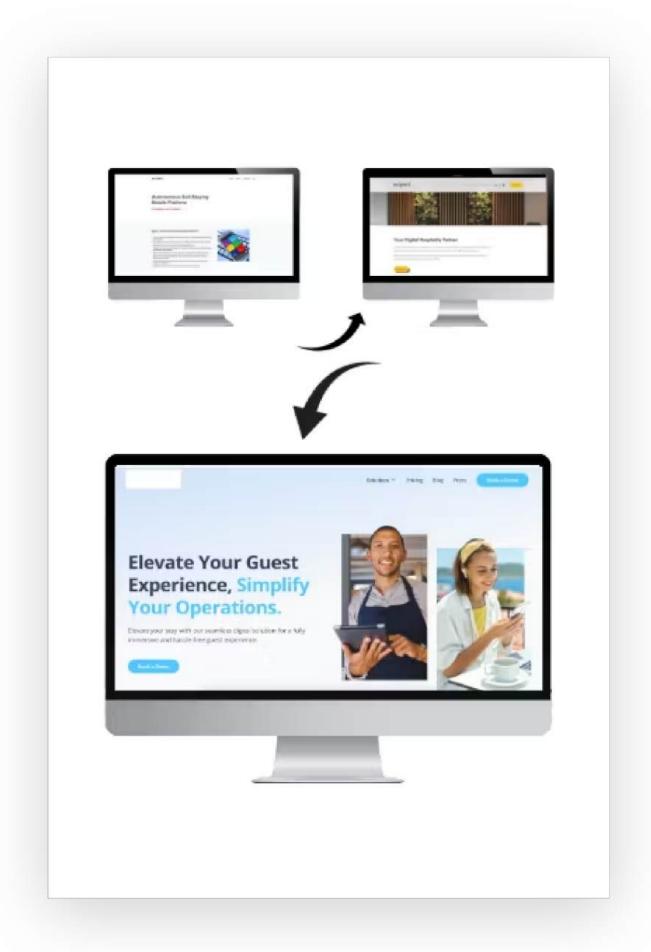
2021 - 2024

Website design and development

Focus: Hospitality, SaaS, Technology, Startups, B2B2C

Led a team of designers and developers to create a userfriendly, visually engaging website. Ensured seamless functionality, brand alignment, and an optimized user experience.

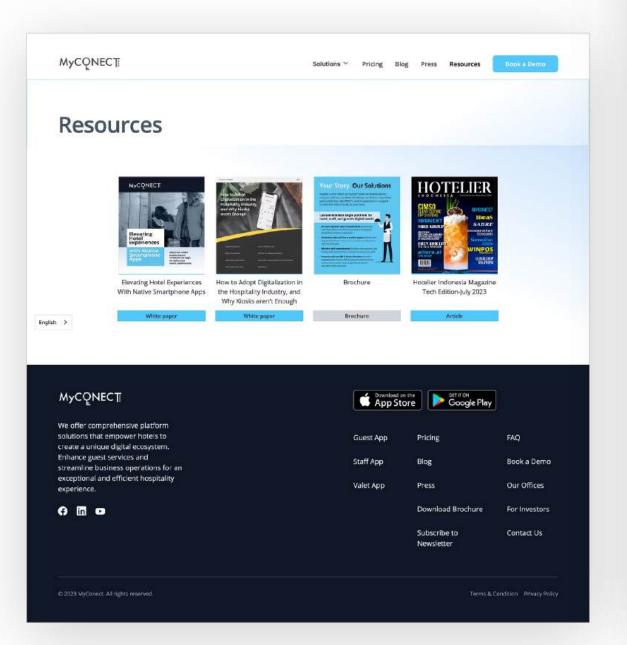
Tools: Figma, Miro, Webflow, Slack

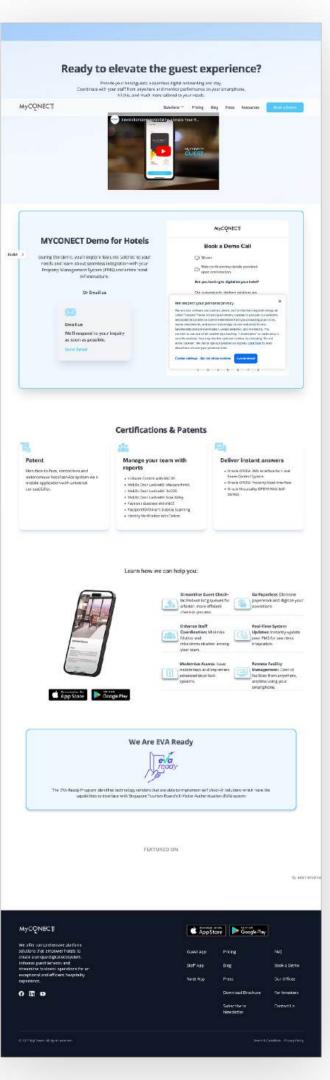


2021 - 2024

Landing Page Optimization: Conversions & User Experience

Optimized landing pages using A/B testing and user behavior analysis to enhance conversions and engagement, driving measurable results and achieving business goals.

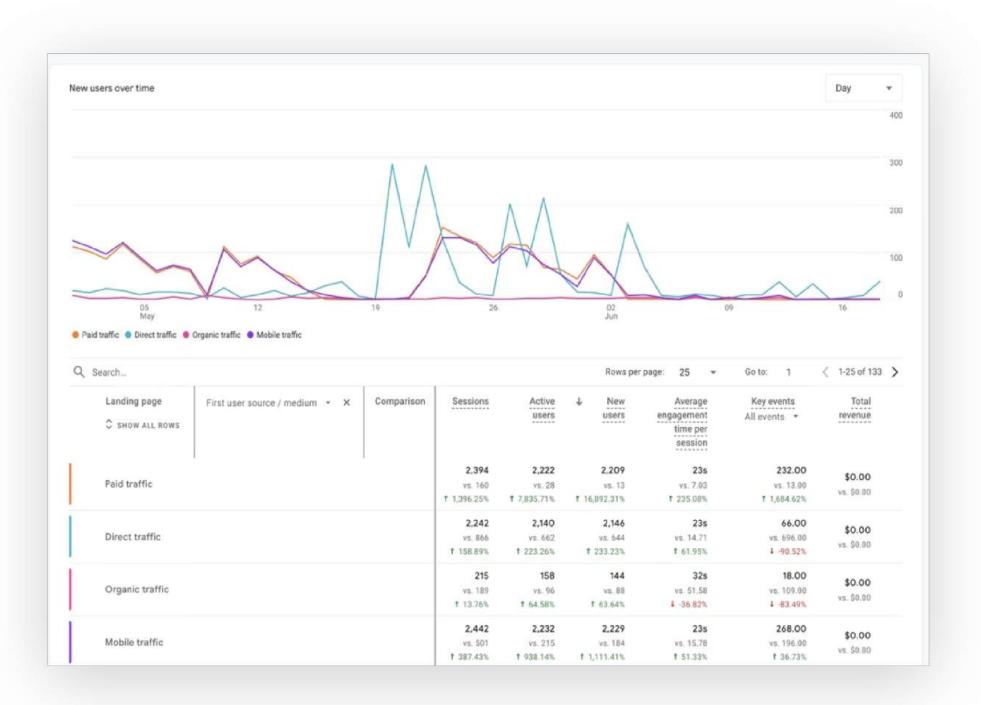




2021 - 2024

SEO Optimization & Website Traffic Growth

Executed SEO strategies that increased website traffic by 4,499–5,100 visitors, with 1,693–2,209 attributed to Google Ads—achieving a remarkable 16,892% growth.

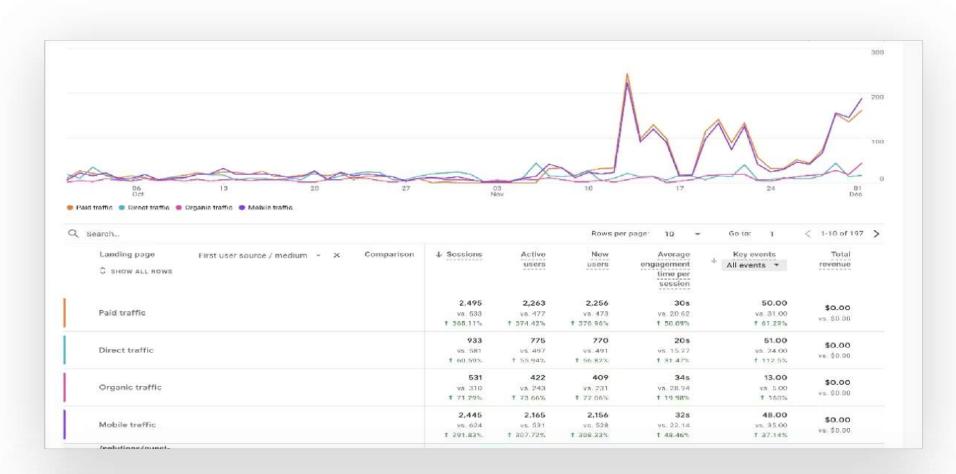


2021 - 2024

Google Ads Performance & Conversion Growth

Led a team to optimize Google Ads campaigns, achieving a 376.96% increase in new visitors (1,793 total).

Drove key conversions, including demo bookings and 'Contact Us' events, while boosting session engagement by 10 seconds.

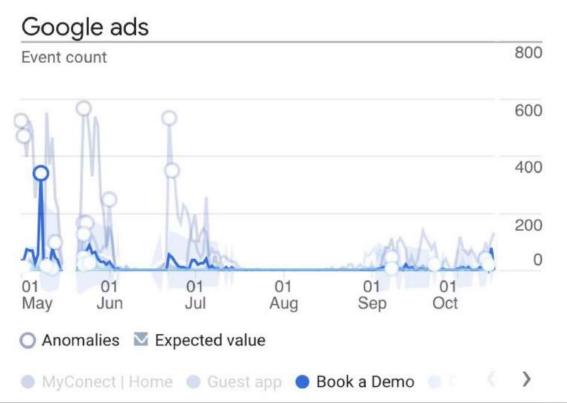




. Book a demo

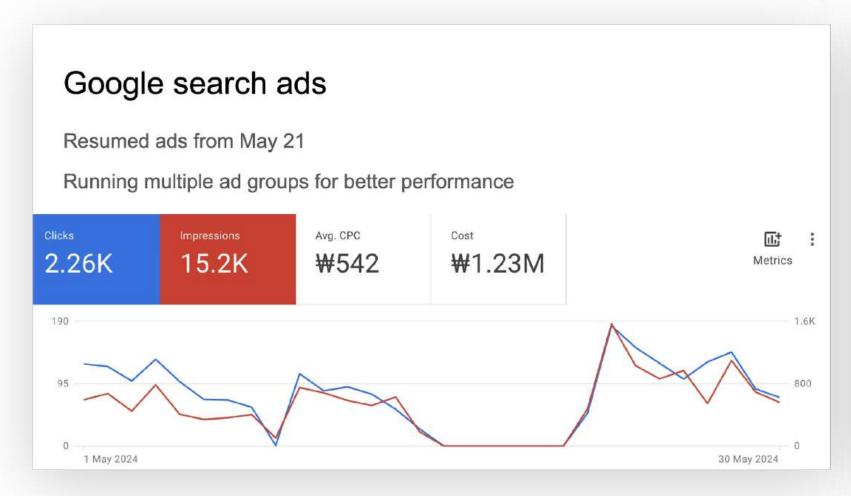
2. Contact us

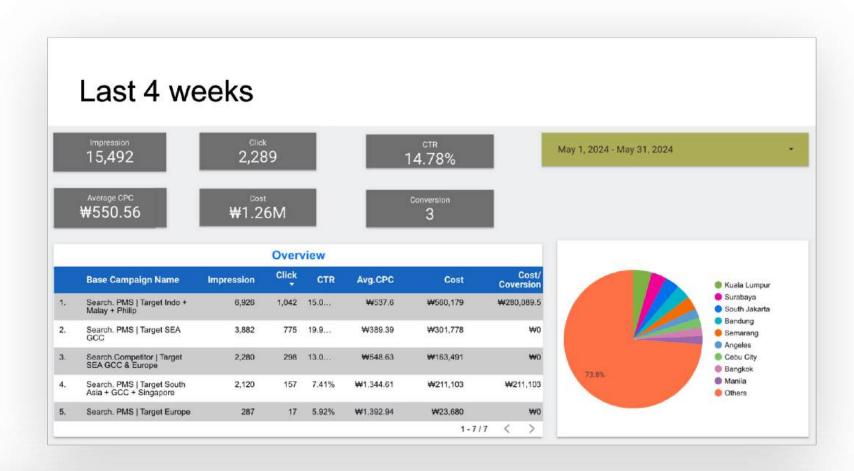
May 1 - Oct 14, 2024



2021 - 2024

Google Ads Performance & Conversion Growth





Overview: Ad groups

Continue running search ads

Account recharge: June 06

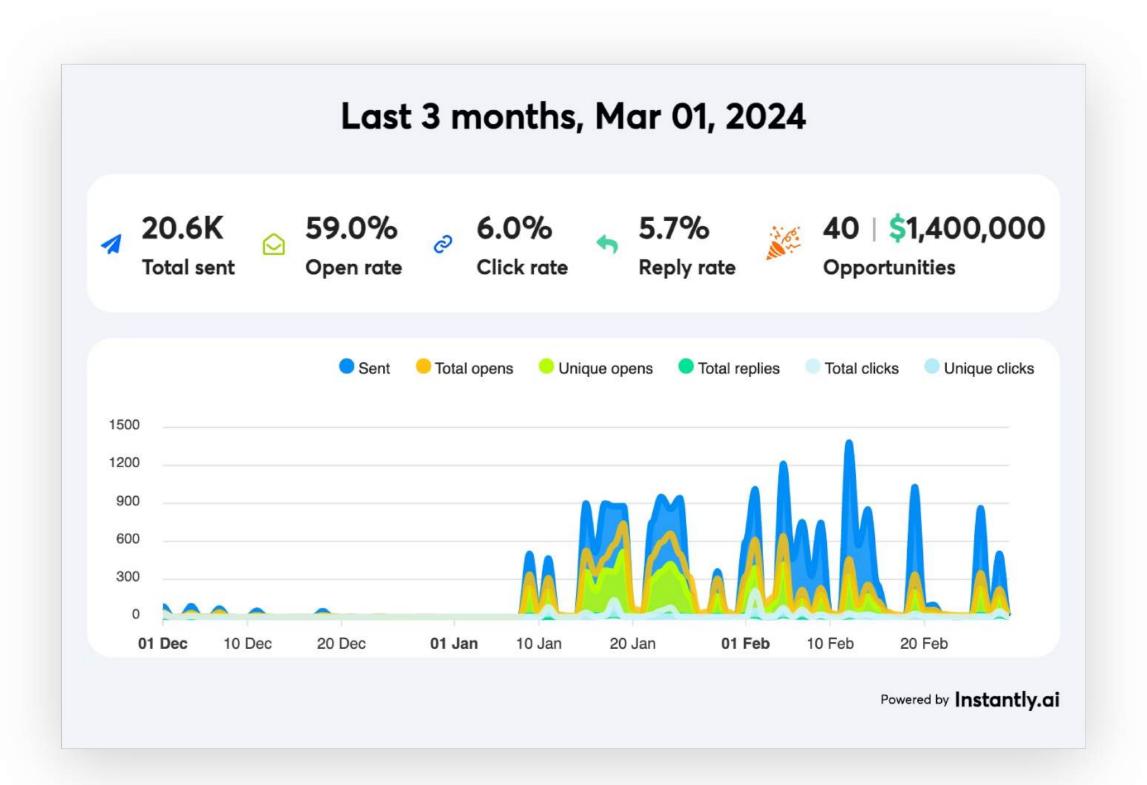
•	Cam	paign	Budget	Status	Optimisation score	Campa type	Impr.	Interactions	Interaction rate	Avg. cost
•	Q	Search.Competitor Target SEA GCC & Europe	₩10,000/day 🔀	Eligible	92.3%	Search	1,263	111 Clicks	8.79%	₩758
• -	Q	Search. PMS Target Indo + Amalay + Philip	Avg. \(\psi 20,000/day\) in \(\psi 60,000/day\) \(\psi 60,000/day\) used by 3	Eligible	85.1%	Search	3,155	440 Clicks	13.94%	₩486
•	Q	Search. PMS Target South Asia + GCC + Singapore	Avg. ₩20,000/day in W600,000 ₩60,000/day used by 3	Eligible	97.3%	Search	335	15 Clicks	4.48%	₩805
•	Q	Search. PMS Target Europe	Avg. \(\pmu20,000/day\) in \(\pmu600,000\) \(\pmu60,000/day\) used by 3	Eligible	97.3%	Search	61	3 Clicks	4.92%	₩626

Lead Generation: Email Outreach Strategy

Executed email outreach campaigns, sending 1,900 emails daily over 1.5 years. Generated 30–35 weekly opportunities worth \$1.5 million each, with a 60% open rate and 7% response rate. This initiative greatly enhanced the sales

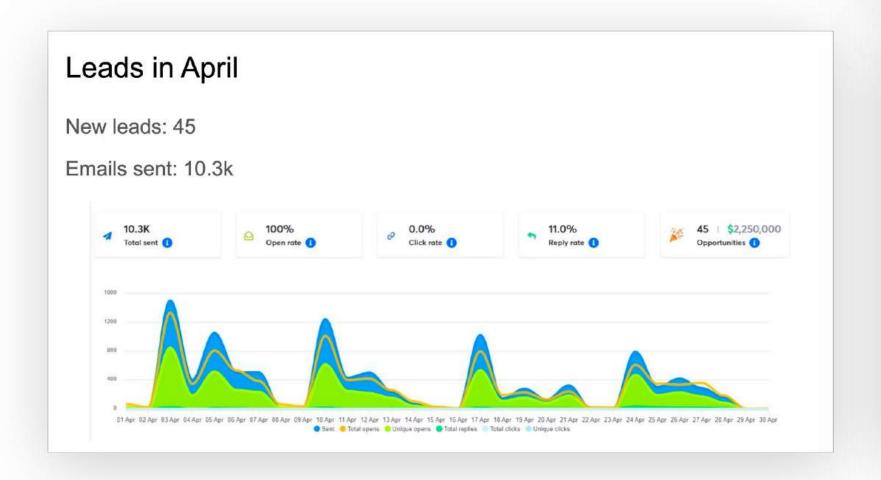
This initiative greatly enhanced the sales pipeline and expanded business opportunities.

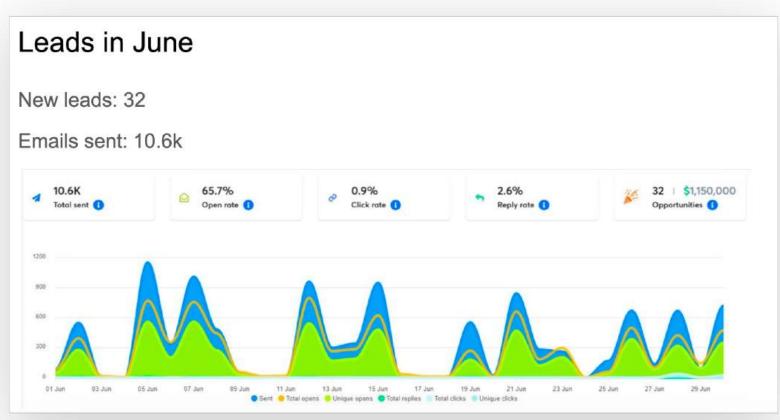
Tools: Instantly, Zoho Bigin, Apollo



2021 - 2024

Lead Generation: Email Outreach







2021 - 2024

Lead Generation: LinkedIn Outreach

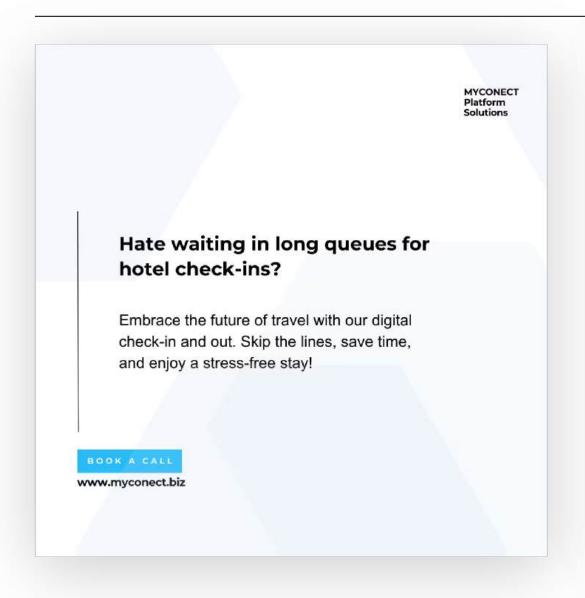
Managed a LinkedIn outreach campaign, generating 200 connections per week with a 30% acceptance rate.

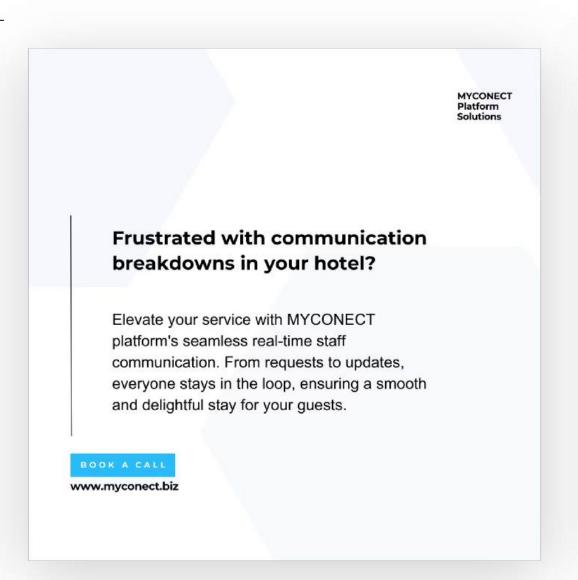
Successfully booked 8-10 calls per month, driving business development and expanding the network, and significantly adding to sales pipeline.

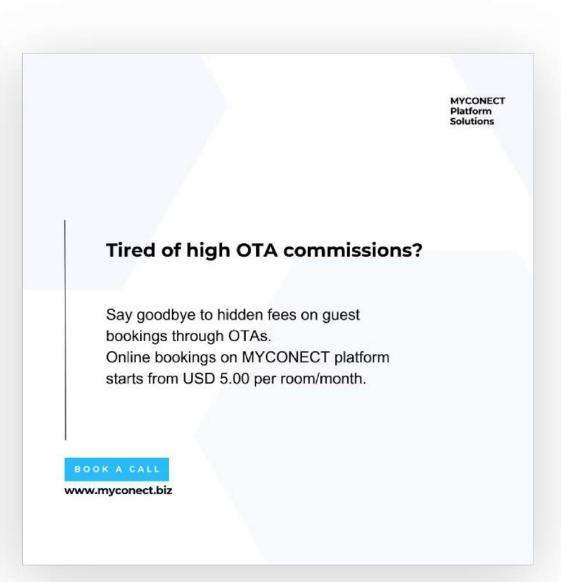


Social Media: Design and Copy

Focus: Hospitality, SaaS, Technology

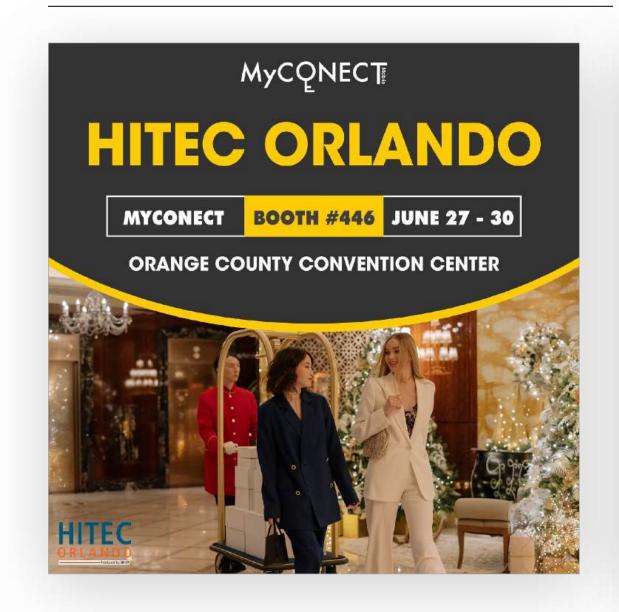






Social Media: Design and Copy

Focus: Hospitality, SaaS, Technology



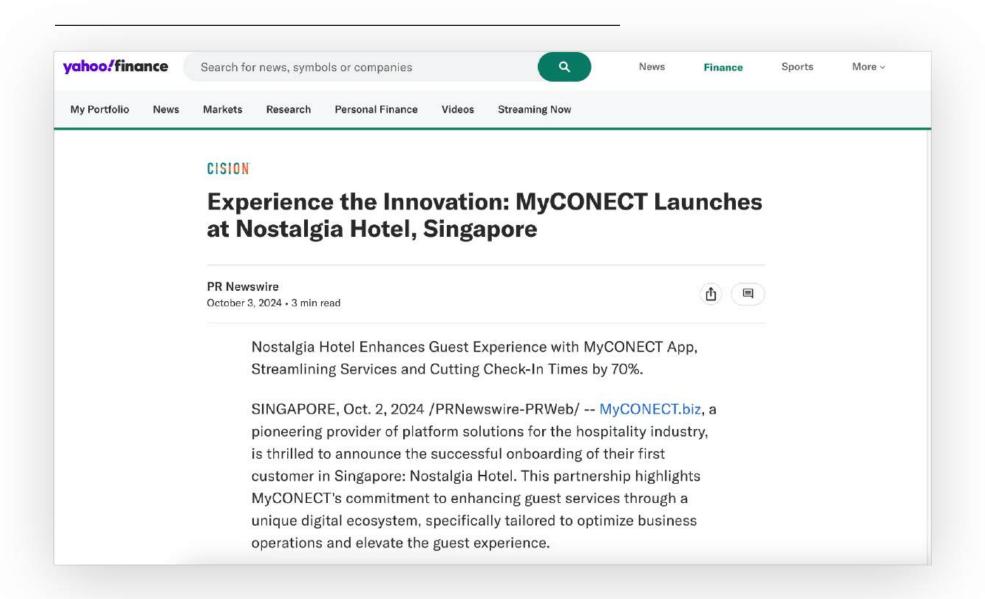


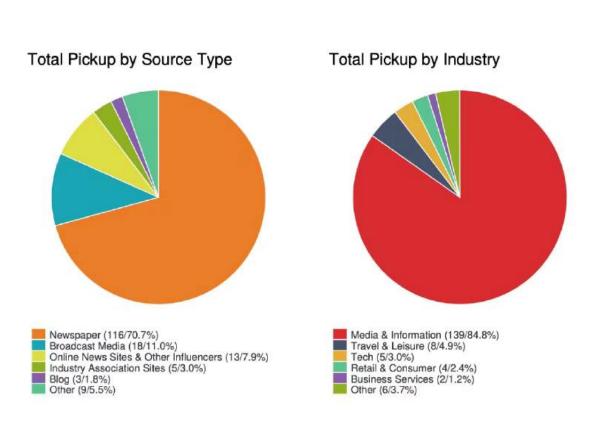


2021 - 2024

PR publication

Focus: Hospitality, SaaS, B2B2C, Travel, Technology, Startups





Exact Match Pickup

Exact matches are full text postings of your content which we have found in the online and social media that we monitor. Understand how it is calculated.

Total Exact Matches: 164

Total Potential Audience: 16,831,399

Logo	Outlet Name	Location	Source Type	Industry	Potential Audience	
Market Watel	MarketWatch Online □ View Release	United States	Online News Sites & Other Influencers	Financial	13,518,340 [1] visitors/month	
ineWS	WFMZ-TV IND-69 [Allentown, PA] Online □ View Release	United States	Broadcast Media	Media & Information	1,221,111 [1] visitors/month	
NEWS	WFMZ-TV IND-69 [Allentown, PA] Online □ View Release	United States	Broadcast Media	Media & Information	1,221,111 ^[1] visitors/month	
CISION	PRWeb Online □ View Release	United States	Online News Sites & Other Influencers	Media & Information	276,906 [1] visitors/month	
DEMOPOLIS (FIMI	The Demopolis Times Online View Release	United States	Newspaper	Media & Information	96,258 [1] visitors/month	

PR pick ups

TOP EXACT MATCH PICKUP



Yahoo! Finance

46.5M visitors/month [1]



WFMZ-TV IND-6... 1.4M visitors/month [1]





ADVFN

669.1K visitors/month [1]











58.4K visitors/month [1]







GoNOMAD Travel





44.7K visitors/month [1]







MyCONECT Unveils Transformative Platform Solutions for Seamless Hospitality Experiences in Southeast Asia

NEWS PROVIDED BY MyCONECT Co., Ltd. November 30, 2023, 12:56 GMT









MyCONECT Unveils Transformative Platform Solutions

SEOUL, SOUTH KOREA, November 30, 2023 /EINPresswire.com/ -- MyCONECT, a player in hospitality technology, aims to bring innovation to the Southeast Asian (SEA) hotel landscape through its platform solutions. The company seeks to deploy its solutions comprehensively across hotel properties in the SEA region, with plans for subsequent expansion throughout Asia.

for Seamless Hospitality Experiences in Southeast Asia



Dong Shik (James) Kim, CEO & Founder, MyCONECT

Author Contact

Aishwarya Selvan MyCONECT Co., Ltd. email us here

More From This Source

MyCONECT Unveils Transformative Platform Solutions for Seamless Hospitality Experiences in Southeast

MyCONECT Eyes Expansion Post-ITB Asia, Targets Hotel Onboarding in Singapore and Key SEA Destinations, Sets Sights on Pan-Asian Growth

NEWS PROVIDED BY

MyCONECT

Nov 28, 2023, 18:21 ET



After ITB Asia, MyCONECT sets sights on hotels in Singapore and SEA hotspots, gearing up to deploy platform solutions across the region and expand further into Asia.

Following ITB Asia, MyCONECT aims to onboard hotels in Singapore and various SEA hotspots, intending to deploy its platform-based solutions across hotel properties in the region and extend its expansion to other parts of Asia.

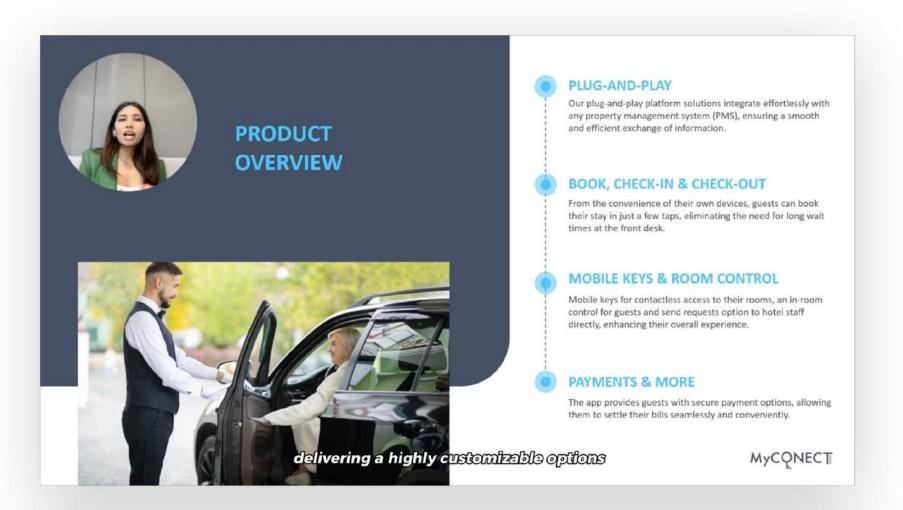
ಹ

Webinar Funnel

Focus: Hospitality, SaaS, B2B, Technology, Startups

Tools: Livestorm, Canva, Zoho Campaigns, ActiveCampaign, Zapier, Calendly, Google Analytics







Aishwarya Selvan Head of Marketing, MyConect

Save your spot!

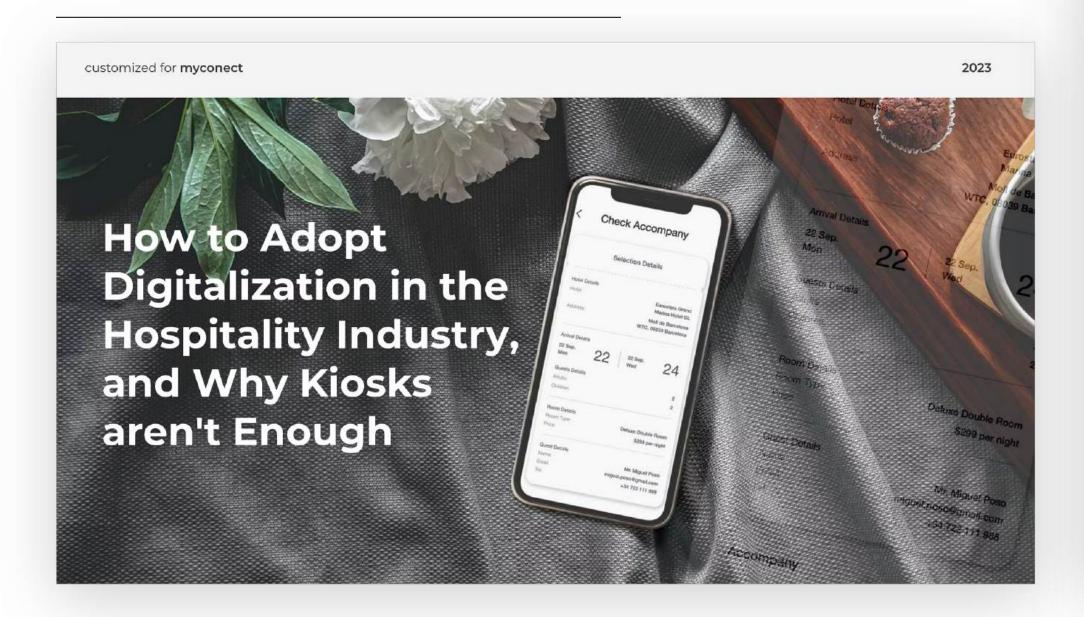


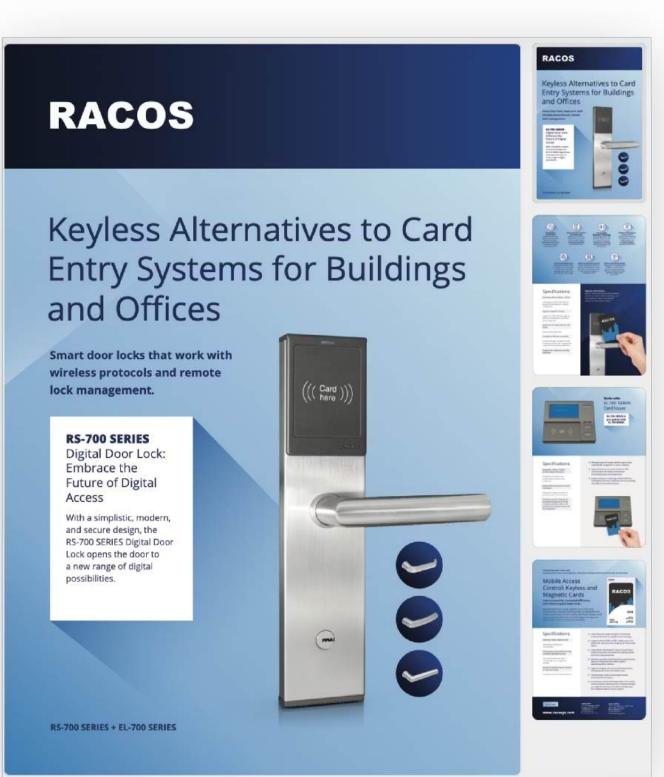
Contactless Check In and Digital Concierge Redefining Guest Services

Why hoteliers need a strong tech stack for a new era of seamless and personalized guest interactions.

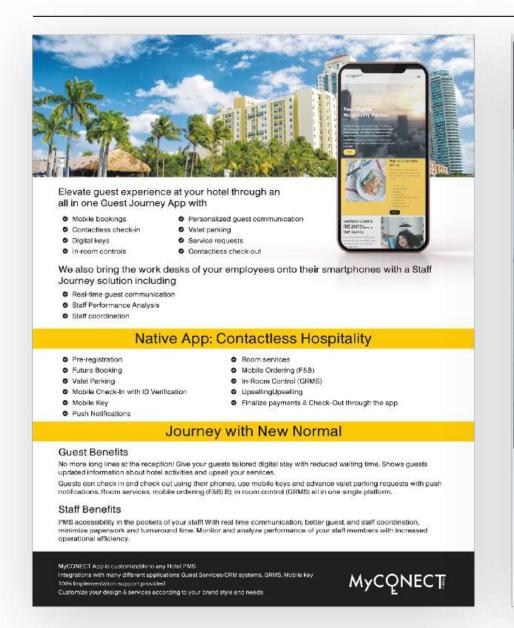
MyCQNECT

Brochures, Infographics, Gated Content



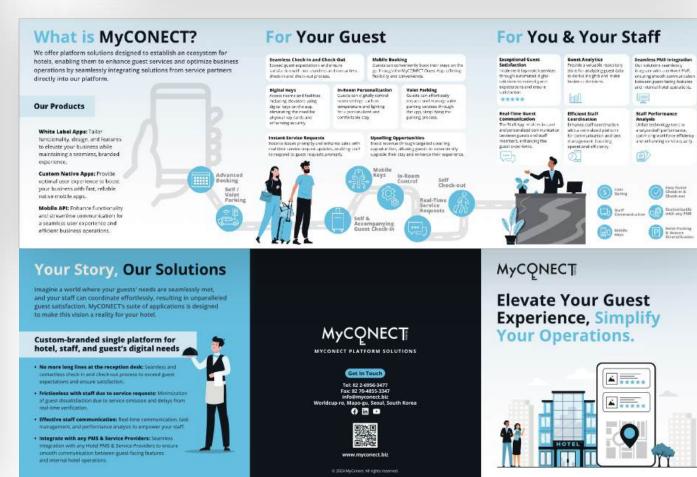


Brochures, Infographics, Gated Content









2021 - 2024

Blog Content

Focus: Hospitality, SaaS, Technology, Startups

Led ideation, topic selection, and content publishing across the website and social media.

Collaborated with expert writers and used Jasper for content creation support.

Content was periodically published on Webflow and performance was tracked with Google Analytics.

Tools: Jasper AI, Webflow, Shutterstock, Canva, Trello, Google Docs, Slack



Behind the Scenes: How Staff Apps Improve Back-of-House Operations

Staff apps are more than just tools they're enablers of better operations and happy staff. By enhanc...

Read post 7



5 Ways Guest and Staff Apps Are Transforming Hotel Operations

One of the most visible impacts of guest and staff apps is in accelerating hotel operations. From co...

Read post 7



Evolving Hospitality: Trends from 2024 to Predictions for 2025

The hospitality industry stands at the brink of a transformative era as we transition from 2024 to 2...

Read post 7



Top Hotel Property Management Systems in Asia: A Comprehensive Guide

Here is a comprehensive overview of the top PMS options available in the Asian market, detailing the...

Read post



Adapting Fast with Automation in Southeast Asian Hotels

Property Management Systems (PMS) in Southeast Asian hotels are witnessing a revolution. Hoteliers a...

Read post



Digital Changes Reshaping Hotel Management in Asia

By leveraging data analytics and channel management software, hotels can make informed decisions, pr...

Read post 7



Human-Al Collaboration in Hospitality: A Seamless Integration

Artificial Intelligence (AI) and its applications are rapidly transforming the hospitality industry....

Read post 7



Tech Solutions Redefining Hotels: Boosting Guest Experience & Efficiency

By embracing innovative technology solutions, hotels can elevate the guest experience and enhance op...

Read post 7



Transforming the Hotel Industry: The Power of Hotel-Tech Ecosystems

In the rapidly evolving digital landscape, the hotel industry is embracing technological advancement...

Read post 7

Exhibition & Events: Design Conceptualization & Participation

Led the conceptualization and execution of booth designs for major events like ITB Asia 2024, ITB Asia 2023, Hotel Show Dubai 2022, and HITEC Orlando 2022. Managed strategy, on-site participation, seamless event execution, and lead capture, ensuring timely delivery and successful engagement.





2021 - 2024

Exhibition & Events: Design Conceptualization & Participation







Promotional Videos

Focus: Hospitality, SaaS, Technology, Travel, Startups

Led the creation of impactful promotional videos to enhance brand visibility and engagement.

Collaborated with the creative teams to develop scripts, visuals, and messaging, ensuring alignment with marketing goals.

Oversaw production, editing, and final delivery, driving brand awareness and audience engagement.





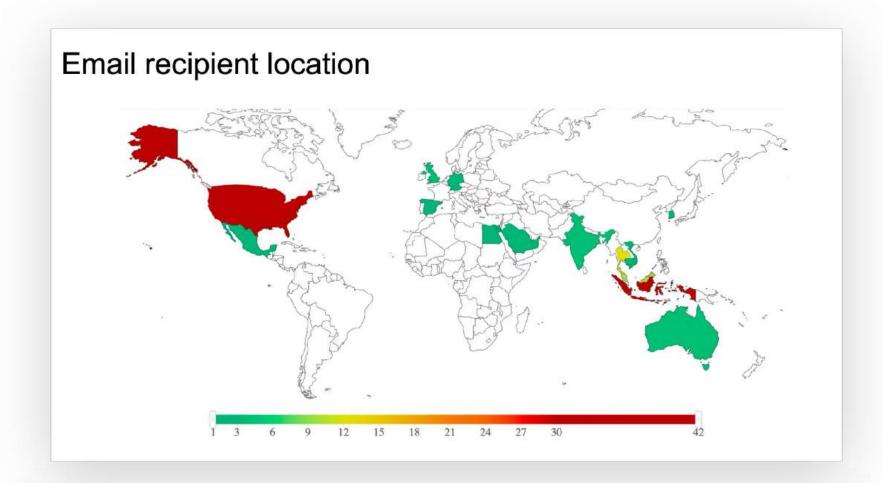
2021 - 2024

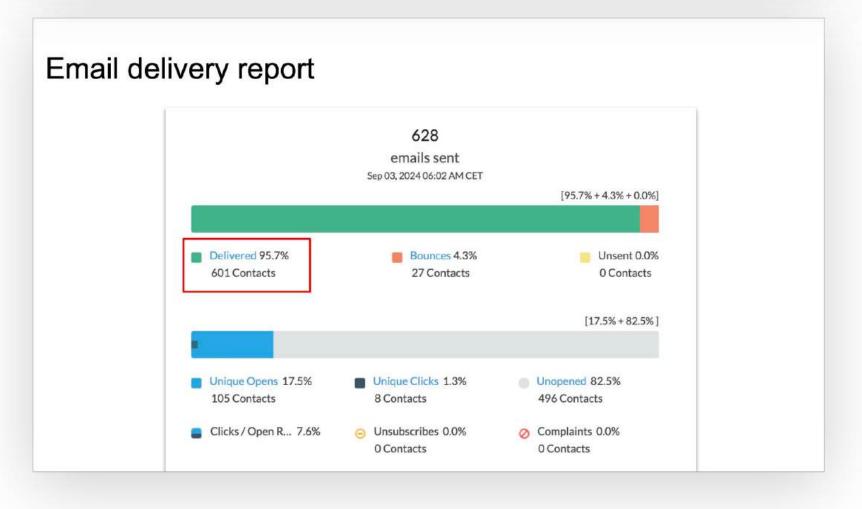
Email Marketing

Focus: Hospitality, SaaS, B2B2C, Travel, Engineering, Technology, E-commerce

Crafted and executed email campaigns focused on nurturing warm leads. Leveraged personalized content and strategic follow-ups to build relationships, maintain engagement, and drive conversions, significantly boosting the sales pipeline.

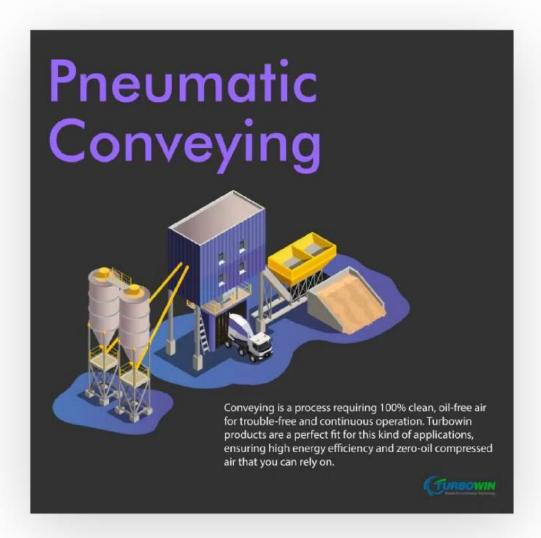
Tools: Zoho Campaigns, G-suite, Google Analytics, Zapier

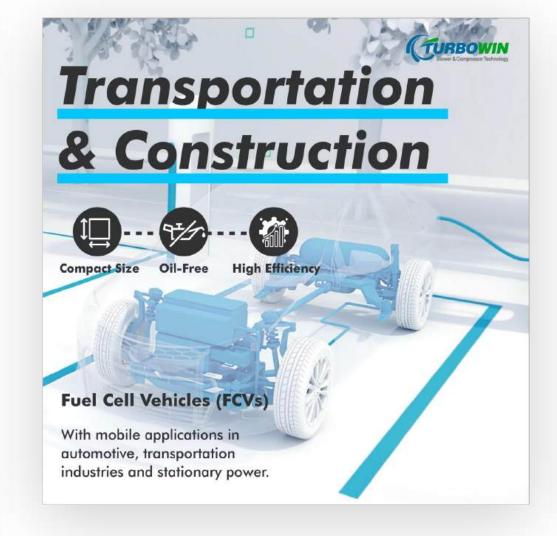


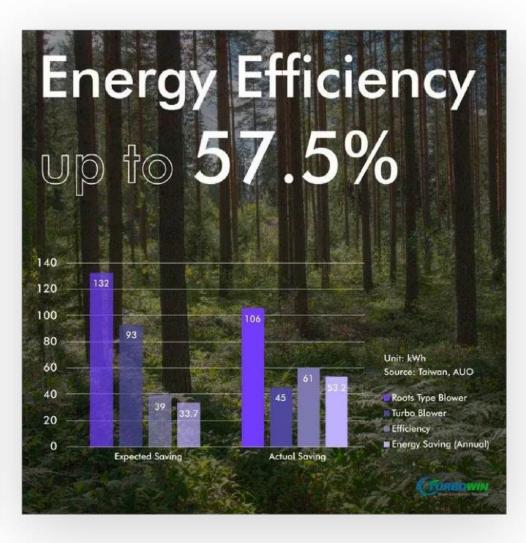


Content and Copy: Social Media, Presentations & Training Materials

Focus: Engineering, Technology Wastewater Treatment, F&B, Oil & Gas





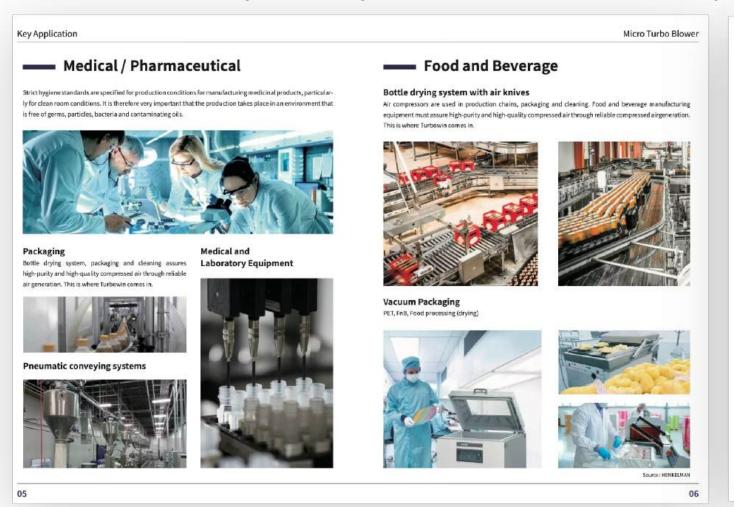


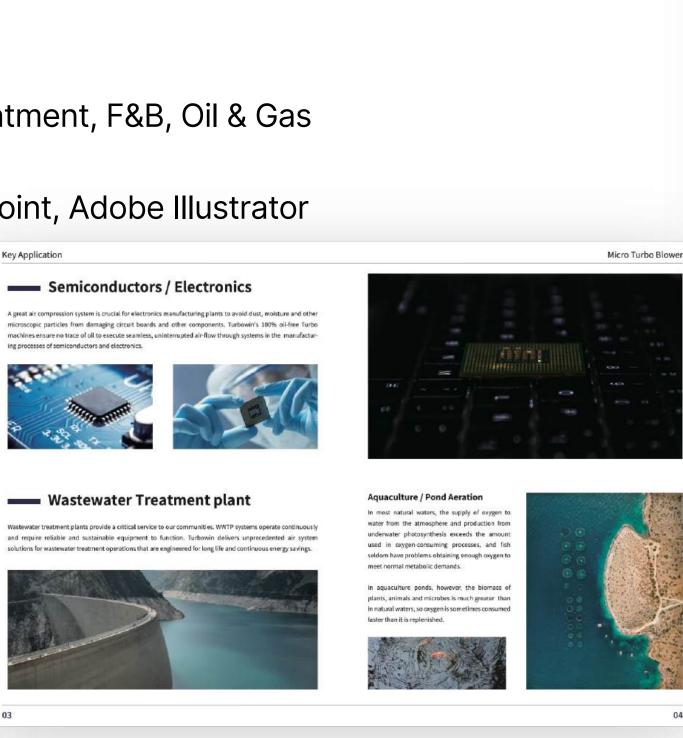
2020 - 2021

Content and Copy: Newsletter, Presentations & Training Materials

Focus: Engineering, Technology Wastewater Treatment, F&B, Oil & Gas

Tools: MailChimp, HubSpot, Canva, Prezi, Powerpoint, Adobe Illustrator





TURBOWIN With expected global water demand in manufacturing to increase by 400% from 2000 to 2050, and domestic water demand is expected to increase significantly over the period 2010 to 2050 in all the world regions except for Yiestern Europe, Businesses are looking to advanced water frestment technology to help alleviate this resource stress. POLLUTANTS OF POOR SANITATION Bacteria in Waterbodies OF INDUSTRIAL DEVELOPMENT Chemicals waste from industry; Fertilizers and Pesticides Microand Nano-Plastics; Pharmaceutical drugs

"Majority of the wastewater is neither collected nor treated

What is wastewater, and why treat it?

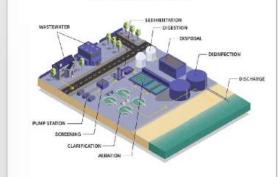
Wastewater freatment should be considered a water use because it is so interconnected with the other uses of water. Much of the water used by homes, industries, and businesses must be treated between the industries are endormment.

"Wastewater is a resource for a circular economy,

Aerobic digestion in Sludge Treatment is process in which the natural biological degradation and purification of bacteria is done in an oxygen rich environment, where they are broken down and digested into works. The aerotors provide adequate oxygen supply to substantially increase the operation. Of the three sludge digestion processes, cerobic digestion is the most commonly used biological treatment throughout the world.

"Primary treatment" removes about 60 percent of suspended solids from wastewater. This treatment also involves aerating (stirring up) the wastewater, to put oxygen back in. Secondary treatment removes more than 30 percent of suspended solids.

WASTEWATER TREAMENT



The major aim of wastewater treatment is to remove as much of the suspended solids as possible before the remaining water, called effluent, is discharged back to the environment

Turbowin helps you achieve this with its energy saving Turbo Blowers and Compressors that lets users save up to 57.55% Energy with ROI in a span of 1 year!



Turbowin is trusted by well-known companies globally, and we are proud to continue evolving and bringing meaningful changes with them, Be an actor to the fight against climate change and join our partnership today!

Contact Sales Team

maeva.beuille@turbowin.com minju.kim@turbowin.com

2015 - 2016

Community Events and PR

Focus: Travel & Tourism, Hospitality, B2C, Technology, Startups









ACHIEVEMENTS

Executed sales funnels generating over USD \$15M annually and secured 5 new contracts for a startup through targeted marketing campaigns.

Built a marketing department from the ground up, implemented digital strategies that boosted brand presence, generated 850+ monthly leads, and led a global team of 10 professionals.

Added 31 new contracts in APAC and GCC, enhancing revenue by USD \$ 2.5M.

Contact



Aishwarya Selvan

aish.selvan@gmail.com

+4917640374472

www.aishwaryaselvan.com